

Message Text

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PAGE 01 BAGHDA 01060 141216Z

44

ACTION NEA-07

INFO OCT-01 SS-14 ISO-00 NSC-05 NSCE-00 INR-05 CIAE-00

EB-03 SP-02 L-01 /038 W

----- 096467

R 080815Z OCT 75

FM USINT BAGHDAD

TO SECSTATE WASHDC 2447

INFO AMEMBASSY TEHRAN

AMEMBASSY TOKYO

C O N F I D E N T I A L BAGHDAD 1060

LIMDIS

E.O. 11652: GDS

TAGS: BTIO, IZ

SUBJECT: PETROCHEMICAL PROJECT NEAR BASRA

REF: BAGHDAD 924

1. H.O. JOHANNSON, MANAGER INTERNATIONAL SALES, LUMMUS COMPANY OF BLOOMFIELD, N.J., CALLED ON USINT COMMERCIAL ATTACHE OCTOBER 4TH TO REVIEW STATUS OF BASRA PROJECT. SAID GIST OF REFTEL HAD BEEN PASSED TO LUMMUS' WASHINGTON REP AND HE WAS GRATEFUL FOR BACKGROUND. STRESSED THAT LUMMUS IS ON RECORD AS OPPOSED TO ANYTHING BUT STRAIGHTFORWARD APPROACH TO CONTRACTS AND SAID USINT SHOULD TELL INTERMEDIARY FROM DISGRUNTLED COMMITTEE MEMBERS THAT MESSAGE WAS RECEIVED BUT LUMMUS RESPECTFULLY DECLINED OFFER OF LEAKED DOCUMENTS. THIS GREATLY RELIEVED USINT AS IS COURSE WE RECOMMENDED.

2. JOHANNSON SAID THAT LUMMUS FELT THEIR MAIN COMPETITION FOR PHASE ONE OF TWO STAGE PETROCHEMICAL PROJECT WAS NOT JAPANESE BUT A FRENCH-ITALIAN COMBINATION LED BY TECHNIMONT. ASKED USINT KEEP EARS OPEN FOR FURTHER DEVELOPMENTS AND SPECIFICALLY URGED US GET TO KNOW MOHAMMED IDRIS, MINISTRY OF INDUSTRY PROJECT OFFICER WHICH WE WILL DO. JOHANNSON SAID HE ASSUMED MUCH LARGER PHASE TWO WOULD BE WON BY JAPANESE, CONFIDENTIAL

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SEVERAL OF WHOSE FIRMS ARE COMPETING. LUMMUS ASSOCIATE TOYO

ENGINEERING CONSIDERED TO HAVE GOOD CHANCE TO EMERGE AS
WINNER IN PHASE TWO.

3. SUBSEQUENTLY, HOWEVER, BECHTEL'S LOCAL LAWYER TOLD
USINT OFF THAT SENIOR GOI OFFICIAL TELEPHONED HIM OCTOBER
5TH TO CONGRATULATE HIM ON MITSUBISHI'S HAVING BEEN
AWARDED CONTRACT FOR PHASE ONE. BECHTEL IS IN PARTNERSHIP
WITH MITSUBISHI AND EXPECTS TO UNDERTAKE ABOUT 15 PERCENT OF
THE DESIGN AND CONSTRUCTION RESPONSIBILITIES.

4. WILL REPORT FURTHER WHEN DUST SETTLES. WILEY

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NNN

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